

Message Text

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46

ACTION AF-06

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TO USDOC WASHDC
INFO SECSTATE WASHDC 3732

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E.O. 11652: N/A
TAGS: BEXP, BBAK, SF
SUBJECT: TRADE INQUIRY: CONCORDE TRADING COMPANY

BEGIN UNCLASSIFIED

1. CONCORDE TRADING COMPANY OF JOHANNESBURG IS INTERESTED IN IMPORTING OLLMO, MANUFACTURED BY THE ORE LUBE CORPORATION, 126-06 18TH AVENUE, COLLEGE POINT, NEW YORK 11356. THE SOLE EXPORT FRANCHISE FOR THE ORE LUBE CORPORATION IS HELD BY COSMIC TRADING LTD., 685 5TH AVENUE, NEW YORK, NEW YORK.

2. OLLMO IS DESCRIBED AS A BLENDED SYNTHETIC MOTOR OIL AND A BLENDED SYNTHETIC METALLIC MOTOR OIL. PROMOTIONAL LITERATURE LISTS LISTS VARIOUS API AND COMMERCIAL RATINGS AS WELL AS MILITARY SPECIFICATION. ORE-LUBE HAS PROVIDED CONCORDE TRADING WITH LABORATORY TEST REPORTS FROM STONY BROOK APPLIED RESEARCH INC. 1320 STONY BROOK, LONG ISLAND, NEW YORK 11790 AND FROM THE SOUTHWEST RESEARCH INSTITUTE, HOUSTON, TEXAS. LEAFLETS NAME LARGE U.S. FIRMS AS USERS OF OLLMO. BASICALLY OLLMO IS SAID TO REDUCE MAINTENANCE AND FUEL COSTS AS WELL AS BRING ABOUT A SAVINGS ON PARTS AND OIL CONSUMPTION.

ACTION REQUESTED:

3. CONCORDE TRADING IS SOMEWHAT SKEPTICAL OF THE CLAIMS MADE FOR OLLMO, PARTICULARLY BECAUSE OF THE PRESSURE SALES TACTS OF COSMIC TRADING LTD. ANY BACKGROUND INFORMATION WHICH COMMERCE CAN

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PROVIDE ON OLLMO OR THE FIRMS MENTIONED WOULD BE APPRECIATED.

END UNCLASSIFIED.

4. BEGIN LOU. CONCORDE TRADING HAS ASKED THAT INQUIRIES BE
MADE WITHOUT REVEALING CONCORDE'S NAME OR THE FACT THAT THE
INQUIRY ORIGINATED IN SOUTH AFRICA. END LOU.

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